



Partner Application Form

Instructions: This form is the first step to becoming a Channel Partner. The information you provide will help us evaluate whether our products and your capabilities are a good match. We may contact you to request any additional information about your company, marketing strategies and financial position. If there is anything else you would like us to know as we review your application, please include any additional sheets or materials. Once this form has been completed, please e-mail it to Lisah@windward.net

Company Information:

Company Name:	
Address:	
Telephone:	
Fax:	
E-mail Address:	
Website URL:	

Contact Information:

Primary Sales Contact:	
Primary Sales Contact Phone:	
Primary Sales Contact E-mail:	

Primary Technical Contact:	
Primary Technical Contact Phone:	
Primary Technical Contact E-mail:	

Financial Information:

Year and place of Incorporation:	
Parent Company	
Public Company (Yes or No?)	
Current Fiscal Year Revenue:	
Last Fiscal Year Revenue:	



Revenue Sources:

Last Fiscal Year Revenue Sources:	% of Sales
Hardware Sales:	
Maintenance/Support Sales:	
Consulting Services:	
Training Sales:	
System Software Sales:	
Solution Software Sales:	
Custom Programming Services:	
Other:	

Price Range of Sales:	
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Employee Information:

# of Employees:	
Total	
Sales/Marketing	
Support	
Training	
Consulting/Services	

Description of your company's main activities / strengths / expertise:

Description of your customer base and activities relevant to Windward Reports:



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Please list all the major software products you currently sell:	
Product and ISV name	Exclusive? (Yes/No)

Please provide contact details for two (2) current ISVs that we may contact	
Company Name:	
Contact Person:	
Telephone Number:	
E-mail Address:	
Company Name:	
Contact Person:	
Telephone Number:	
E-mail Address:	

Thank you for your time. Please contact us with any questions:



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